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Note for Steen, Lauren E.

From: Steen, Lauren E.

Date: Thu, Jun 5, 1997 10:45 AM

Subject: FW: October Entertainment Set Forecast

To: Saccaro, Rebecca

Becky, I received a cost breakout for the pitcher/stirrer and set of 4 glasses. In addition to providing a forecast for the toal 6-piece set (from note below), could you also please provide low-, mid- and high forecasts if we were to offer the items separately:

- pitcher/stirrer: 100 UPCs
- set of 4 glasses: 50 UPCs

Please do a limit 1 and limit 2 option on the set of glasses. (Still at 50 UPCs per set.) I think people would try to get 8 if they could, don't you?

Do you think the forecast would change dramatically if we upped the total 6-piece offer to 150 from the 125 below? How about if we went down on the individual units (75 for the pitcher/stirrer and 50 for the glasses) to get the total to 125 UPCs?

Your input would be appreciated. Give me a ring if you have any questions. We're hoping to start the req tomorrow so your forecast would be appreciated as soon as possible. Thanks.

Source: https://www.industrydocuments.ucsf.edu/docs/qlmn0004